DoD Enterprise Software Initiative

www.esi.mil

CIO/NII Enabling Net-Centric Operations

Organize for Success

- **Alignment with High-Level Goals**
  - Transform Enterprise Management
  - Strategic Sourcing
  - Information Sharing
  - Trusted & Secure Information
- **Leadership Support**
  - OMB E-Gov
  - CIOs Direct Involvement
  - ESI WG Empowered
- **Collaboration**
  - GSA SmartBUY Partner
  - Inclusive DoD ESI Team
  - Assist Major Programs
  - Proactive with Vendors

Data at Rest (DAR) Example

- Protection of DAR critical, and now highly visible
- OMB issued memo, DoD CIO established action team (DARTT) in Aug 2006
- Products tech rqmts established by authoritative DoD Component reps
- DARTT partnered with DoD ESI for acquisition expertise
- Expanded to federal agencies via GSA SmartBUY, then to all state & local governments
- 11 DAR encryption procurement vehicles in place as of Jun 2007

DoD Enterprise Software Initiative (ESI)

ESI History and Major Milestones: Joint project begun in June 1998 by DoD CIO and Component CIOs to save money on COTS software and implement a software enterprise management process within the DoD.

- DoD CIO Guidance & Policy Memo No 12-8430-July 26, 2000, Acquiring Commercially Available Software
- 2002 – Scope broadened to Select Services and IT Hardware
- Oct 2002 - ESI Incorporated into DFARS 208.74
- DoD SmartBUY Policy Memo issued Dec 2005
- ESI supports DEPSECDEF Memo (11 May 06) on Continuous Process Improvement
- June 2007 historic, precedence setting Data-At-Rest BPA's issued

Current Organization – ESI Team composed of 45+ members from 9 major DoD Components. Software Product Managers are key partners in Army, Navy, Air Force, DLA and DISA; collaboration is paramount!

Operating Principles – "No-one-size-fits-all" ** 80% requirements solution good enough for an ESA ** Good coms and outreach program are a must! ** Flexibility ** Minimize process & paperwork ** Use metrics to track performance and continuously improve the process

"How-To-Make-An-ESA - When there is sufficient interest – or a pressing capability gap – assignment is made by the ESI Working Group based on product category, or "ownership" of a large requirements block

RECAP:

ESI represents NII on DoD Strategic Sourcing Board of Directors

The success of this program speaks for itself - - *MORE THAN $2.6b IN COST AVOIDANCE SINCE 1999 BASED ON NEGOTIATED DISCOUNTS OFF GSA schedule prices!*

Federal Acquisition Service

SmartBUY Program *(**S**oftware **M**anaged and **A**cquired on the **R**ight **T**erms)*

- Established in FY 2003 *(OMB Memos M-03-14, M-04-03)*, SmartBUY is a Federal government-wide enterprise software licensing program conducted by GSA, in coordination with OMB.
- SmartBUY assists agencies with their software acquisition requirements through lower prices, improved security, and a higher level of standardization.

Working with Federal Agencies

- SmartBUY does not dictate an agency's choice of software.
- Purchase targeted commodities as one customer.

Engaging Industry Partners

- SmartBUY seeks vendors who wish to participate in a business model based on aggregate software requirements.
- Our awareness of Software Publisher objectives have allowed us to propose agreements that mutually benefit our software partners and the Federal community.

Partnership with DoD-ESI

- Strong collaboration between programs facilitates the coordination of acquisition requirements and "co-branding" of Federal-wide Enterprise Software Agreements.

Current Initiatives

- 23 BPAs in place representing 18 software publishers.
- Current agreements represent five software market categories (Information Assurance, Database, Enterprise Resource Planning, Geospatial Information Systems, and Office Automation).

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The What, When, Where, Why and HOW of ESI from the Software Product Manager (SPM) Perspective

- WHAT is an SPM and what do they do?
  - Enterprise Software Agreement (ESA) Manager
  - Asset Management – software rights
  - Best Practices
  - Identifying Requirements
  - Share information
  - DWCF
  - Assist Customers
- WHEN should I contact a SPM?
  - Requirements
  - Problems/Clarifications
  - Anytime
- WHERE is the information I need?
  - Web site
  - Briefings
  - emails
  - A phone call away
- WHY use these agreements
  - Cost Avoidance
  - Terms and Conditions
- HOW can you be part of the ESI!